

Message Text

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PAGE 01 CARACA 06635 012055Z
ACTION EB-07

INFO OCT-01 ARA-14 ISO-00 /022 W
-----029934 020640Z /10
R 012002Z JUL 77
FM AMEMBASSY CARACAS
TO SECSTATE WASHDC 8262
INFO USDOC WASHDC

UNCLAS CARACAS 6635

COMMERCE FOR OIM/BREWER, FOR WCAG

E.O. 11652: N/A
TAGS: BEXP, AFSP, VE
SUBJ: FY-1978 CCP VENEZUELA

REF: CARACAS 1580 ET SEQ.

1. FOLLOWING IS ADDITIONAL CAMPAIGN AGREED BY COUNTRY COMMERCIAL
ACTION GROUP FOR INCORPORATION IN FY-78 CCP HAND-CARRIED BY BRE-
WER.

QUOTE: CAMPAIGN NO 7. PRIORITY RANK 9. CAMPAIGN TITLE: OIL
PRODUCTION AND FEINING EQUIPMENT, ENGINEERING SERVICES, AND
TECHNICAL ASSISTANCE.

CAMPAIGN MAMAGER: ROBERT KNICKMEYER. OBJECTIVE AND
RATIONALE: EXISTING PETROLEUM PRODUCTION, REFINING AND TRANS-
PORTATION INSTALLATIONS ARE IN NEED OF MODERNIZATION AND UPGRADING,
AND ADDITIONAL PRODUCTION FACILITIES WILL HAVE TO BE DEVELOPED
TO MAINTAIN CURRENT LEVELS OF OUTPUT. INVESTMENTS IN EXCESS OF
\$1 BILLION PER YEAR ARE PROJECTED BEGINNING IN 1978. UP TO 90
PERCENT OF EXISTING EQUIPMENT IS OF U.S. ORIGIN, AND IN GENERAL
VENEZUELAN PLANNERS AND ENGINEERS CONTINUE TO PREFER U.S. EQUIP-
MENT AND SERVICES. WITH THE NATIONALIZATION OF THE INDUSTRY,
HOWEVER, THESE TIES MAY TEND TO WEAKEN AND NON-U.S. SUPPLIERS
WILL INCREASE THEIR SALES EFFORTS.

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THIS CAMPAIGN IS INTENDED TO MAINTAIN THE STRONG POSITION OF U.S.
SUPPLIERS OF GOODS AND SERVICES TO THIS INDUSTRY, AND TO INTRO-
DUCE NEW TECHNOLOGIES, E.G., OFFSHORE DRILLING SERVICES. THIS
WILL BE DONE PRIMARILY THROUGH CONTINUING CONTACTS WITH OFFICIALS
OF THE NATIONALIZED INDUSTRY AND RELATED GOVERNMENT AGENCIES
AND ASSISTANCE TO U.S. SUPPLIERS OF THESE GOODS AND SERVICES.

CAMPAIGN ACTIONS:

1. MAINTAIN CONTACTS WITH PETROLEOS DE VENEZUELA, ITS SUBSIDIARY OPERATING COMPANIES, AND MINISTRY OF ENERGY AND MINES. THREE EACH QUARTER.
 2. VISIT PRODUCING AND REFINING INSTALLATIONS TO IDENTIFY SPECIFIC OPPORTUNITIES. PREPARE MAJOR PROJECT OR PRODUCT OPPORTUNITY REPORTS. FIRST QUARTER. THIRD QUARTER.
 3. CONDUCT PRELIMINARY INVESTIGATION TO EVALUATE FEASIBILITY OF OIL FIELD EQUIPMENT EXHIBITION. FIRST QUARTER.
 4. ASSIST LOCAL AND VISITING REPRESENTATIVES OF U.S. SUPPLIERS TO DEVELOP AND MAINTAIN CONTACTS WITH NATIONAL INDUSTRY. ALL QUARTERS.
 5. PROMOTE ATTENDANCE AT MAJOR U.S. EXHIBITIONS OF LOCAL INDUSTRY OFFICIALS. ALL QUARTERS.
- END QUOTE.
2. INSERT BETWEEN CAMPAIGN SIX: TELECON EQUIPMENT AND CAMPAIGN SEVEN: TRAVEL, AND ADJUST SUBSEQUENT PRIORITIES DOWNWARD ACCORDINGLY.

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3. ADJUST SECTION FIVE, PERSONNEL RESOURCES, BY CAMPAIGNS, TO SHOW TWENTY FSO MAN-DAYS FOR THIS CAMPAIGN ADJUST SECTION SIX FINANCIAL RESOURCES B. OF WHICH, CAMPAIGNS, TO SHOW DOLLARS 2600 FOR REPRESENTATION, A DOLLARS 500 INCREASE FROM DOLLARS 2100.
 4. RE BREWER/PERKINS TELECON, ADD FOOTNOTE FY-78 REPRESENTATION, SAME AS FY-77. QUOTE OF WHICH, DOLLARS 5200 ALLOCATED TO E/C SECTION FOR ITS USE. UNQUOTE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770236-0994
Format: TEL
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770799/aaaadiko.tel
Line Count: 103
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8ff17f72-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 CARACAS 1580
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1988788
Secure: OPEN
Status: NATIVE
Subject: FY-1978 CCP VENEZUELA
TAGS: BEXP, AFSP, VE
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/8ff17f72-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009